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FALL LIST for 1932

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D. H. UPJOHN, Salem, Oregon

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UPJOHN'S GLADIOLUS LIST, FALL 1932

STATE INSPECTED BULBS

PRINTED IN U. S. A.

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FALL LIST for 1932

50% Off if You Pay Transportation

Prices as shown in this list are prepaid to you. But if you wish to pay the transportation charges, make up the total amount of your order from the prices in the list, then cut the amount in half, send remittance to us with your order, and same will be shipped in time for early planting in your latitude.

IMPORTANT

Kindly mark on the face of your order "Prepaid" or "F.O.B.," as the case may be. This will assist us and avoid complications.

If ordering "F.O.B., Salem," please allow us to send transportation charges C.O.D. as it is difficult for us to tell before an order is packed just what the postage or express charges will be on such order. Also we will use our option sending by parcel post or express, which ever is the cheaper for the recipient. If you have no express office close by kindly indicate same on your order. Larger orders can be sent more cheaply by express and go insured against loss by freezing, or otherwise.

If you wish us to pay the transportation charges use the prices shown in the list.

We are now in our tenth year of a commercial bulb business, selling quality Gladiolus. We have served thousands of satisfied customers. Let us add you to the list if you are not already there.

Net cash with order, or 25 per cent deposit with order and balance sent C.O.D. We prepay on all orders of \$3.00 or over. For orders of less, add 25 per cent of amount of order to help pay postage.

Twenty-five bulbs sent at 100 price; 10 bulbs sent at 1/9 hundred price; 250 bulbs or over of one kind and size at 10 per cent discount from 100 rate.

No single item less than 15 cents.

Shipments from March 1st on, unless earlier delivery requested. Due regard paid to latitude you are in as to time of shipment. We cannot be responsible for freezing in transit when mid-winter shipment is demanded.

Special Note—In event we are out of one size in a variety we will substitute the next size in sufficient quantity to cover price, unless otherwise instructed. Just write on your order "Don't Substitute," if you want sizes ordered only. We never substitute on varieties unless permitted to. Our aim is to please our customers.

All stock offered, and orders accepted, subject to prior sale.

Use of the order blank on back sheet of list will be a convenience to us and aid in avoiding possible errors. Please print or write name and address plainly.

We acknowledge receipt of all orders.

Names of introducers appear in parenthesis after varieties.

THIS LIST SUPERSEDES AND CANCELS ALL PRICES AND OFFERS IN PREVIOUS LISTS OR ADVERTISEMENTS

BULBLET PRICES

One thousand bulblets of varieties in LARGE LOT LIST sold for price of 100 No. 6 bulbs in same varieties. Write for quotations on your bulblet needs in quantity lots.

Prepaid Prices in Large Lots---50% Off if You Pay Transportation

TEN PER CENT EXTRA IN BULBS YOUR CHOICE ON ORDERS OF \$5.00 OR MORE. IF WE ARE OUT OF WHAT YOU CHOOSE IN EXTRAS WILL SUBSTITUTE AS NEARLY SAME COLOR, VALUE AND GENERAL DESCRIPTION AS POSSIBLE

25 Bulbs Sold at 100 Rate; 10 at 1/9 the 100 Rate; 250 or Over of One Size of Variety, 10% Off — No Single Item for Less Than 15 Cents

| | Priced Per 100; 25 at 100 Rate; 10 at 1-9 100 Rate | | | | | |
|---|--|----------------------|------------------|----------------|------------------|------------------|
| | No. 1 1 1/2 up | No. 2 1 1/4-1 1/2 | No. 3 1-1 1/4 | No. 4 3/4-1 | No. 5 1/2-3/4 | No. 6 1/4-1/2 |
| A. E. Kunderd (K) big salmon rose, strong growing..... | \$ 5.00 | \$4.00 | \$3.00 | \$2.00 | \$1.00 | \$.80 |
| Aflame (H) large flowered begonia rose..... | 5.00 | 4.00 | 3.00 | 2.00 | 1.20 | 1.00 |
| Aida (Pf) early deep purplish blue..... | 8.00 | 6.40 | 4.00 | 3.00 | 2.40 | 1.60 |
| Annie Laurie (B) ruffled pink..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Anthony B. Kunderd (K) ruffled cream and pink..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Apricot Glow (Can) clear apricot..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Avalon (K) ruffled large cream..... | 4.00 | 3.00 | 2.20 | 1.40 | .80 | .60 |
| A. V. Bunce (Bill) orange yellow, claret line..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Ave Maria (Pf) large early near blue, a dandy..... | 10.00 | 8.00 | 5.00 | 3.00 | 2.40 | 1.60 |
| A. W. Hunt (CH) grand orange scarlet..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.00 | .80 |
| Balboa (Br) apricot pink..... | 8.00 | 6.00 | 4.00 | 3.00 | 2.00 | 1.00 |
| Battle Creek (K) violet self color..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.00 | .80 |
| Belinde (Pf) early large sulphur yellow, extra fine..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.00 | .80 |
| Bengal Tiger (Pr) red, flaked black..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.00 | .80 |
| Betty Compson (D) phlox pink, overlaid purple..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | 1.00 |
| Betty Joy (Bill) soft cream flushed pink..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.00 | .80 |
| Betty Nuthall (Sal) light coral, one of the finest ever grown, tall, many blooms open..... | 7.00 | 5.00 | 4.00 | 3.00 | 2.00 | 1.60 |
| Black Pansy (K) rich dark red..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Blanche Bollinger (K) ruffled old rose pink..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| B. L. Smith (K) light lavender, cream throat..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Blushing Beauty (K) ruffled blush pink, large..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Bobby (K) rose, with deep blotch..... | 4.00 | 3.20 | 2.50 | 1.80 | 1.20 | .80 |

FIFTY PER CENT OFF IF YOU PAY TRANSPORTATION CHARGES

| | Priced Per 100; 25 at 100 Rate; 10 at 1-9 100 Rate | | | | | |
|---|--|---------|-------|-------|-------|-------|
| | No. 1 | No. 2 | No. 3 | No. 4 | No. 5 | No. 6 |
| | 1 ½ up | 1 ¼-1 ½ | 1-1 ¼ | ¾-1 | ½-¾ | ¼-½ |
| Break O' Day (Bill) very early light pink..... | 5.00 | 4.00 | 3.20 | 2.40 | 1.60 | 1.00 |
| Capt. Boynton (B) light lavender, deep blotch..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Cardinal Prince (K) deep cardinal red, tall..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Catherine Coleman (C) large geranium pink..... | 5.00 | 4.00 | 3.00 | 2.40 | ----- | ----- |
| Challenger (K) deep velvety red..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Charles Dickens (Pf) radiant purple, very fine..... | 4.00 | 3.00 | 2.00 | 1.20 | .80 | .60 |
| Charles Fairbanks (K) bright red, good Glad..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Commander Koehl (Pf) large brilliant scarlet, fine..... | 18.00 | 15.00 | 10.00 | 8.00 | 6.00 | 4.00 |
| Copper Bronze (K) of that color..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Coronado (Br) large ruffled white, purple throat..... | 10.00 | 8.00 | 6.00 | 4.00 | 3.00 | 2.00 |
| Coryphee (Pf) soft rose pink, a masterpiece..... | 10.00 | 8.00 | 6.00 | 4.00 | 3.00 | 2.00 |
| Cowee's Scarlet Wonder, large brilliant red..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Crimson Glow (B) one of the best crimsons..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Crinkles (K) ruffled rose, very fine..... | 4.00 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Damask (Aus) fine rose pink..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| D's American Beauty (D) rose, many open..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Dr. F. E. Bennett (D) one of finest orange scarlets..... | 3.20 | 2.40 | 1.80 | 1.20 | .80 | .60 |
| Dr. Moody (Kin) very fine lavender..... | 4.00 | 3.20 | 2.60 | 2.00 | 1.60 | 1.00 |
| Dr. Nelson Shook (K) ruffled tyrian rose..... | 3.60 | 2.80 | 2.00 | 1.40 | .80 | .60 |
| Duchess of York (Dames) violet blue..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| E. J. Shaylor (K) ruffled rose, early..... | 3.60 | 2.50 | 2.00 | 1.40 | .80 | .60 |
| Elkhart (K) one of best purples..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Emile Auburn (L) coppery red, smoky overlay..... | 5.00 | 4.00 | 3.20 | 2.40 | 1.80 | 1.00 |
| Evelyn Kirtland (A) a tall, fine pink..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Evening Glory (K) rose pink, dark throat..... | 6.00 | 5.00 | 3.60 | 2.40 | 1.60 | 1.20 |
| Fairland (K) vermilion scarlet, blotched..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Frank J. McCoy (Br) tall and large pink..... | 14.00 | 11.00 | 9.00 | 7.00 | 5.00 | 4.00 |
| Frank J. Symmes (D) ruffled, peach red..... | 4.00 | 3.00 | 2.40 | 1.80 | 1.20 | .80 |
| Geraldine Farrar (D), light violet, fine..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Giant Myrtle (K) pink and white, fine..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Giant Nymph (C) extra large bright pink..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Gladis Plath (D) mallow purple, deeper throat..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Gloriana (C) orange salmon, a fine Glad..... | 3.00 | 2.40 | 1.60 | 1.00 | .70 | .50 |
| Gold Eagle (A) early golden yellow..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Golden Dream (Gr) one of best deep yellows..... | 3.20 | 2.40 | 1.80 | 1.20 | .80 | .60 |
| Golden Frills (K) deep ruffled yellow, lines..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Golden Measure (Kel) a leading deep yellow..... | 3.60 | 2.40 | 1.80 | 1.20 | .80 | .60 |
| Golden Salmon (K) fine golden salmon color..... | 5.00 | 4.00 | 3.20 | 2.40 | 1.60 | 1.00 |
| Golden Snapdragon (K) new snapdragon type..... | 8.00 | 6.00 | 4.00 | 3.20 | 2.40 | 1.20 |
| Henry Ford (D) purple, novel flower placement..... | 3.60 | 2.40 | 2.20 | 1.20 | .80 | .60 |
| Herbstzauber (Pf) glowing orange salmon..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| High Nye (A) tall purplish lavender, yellow throat..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Illuminator (GB) carmine red..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Imperator (Hol) creamy white..... | ----- | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Imp. Queen of Night (D) very dark maroon..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Iwa (Bet) salmon rose, large and fine..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Jack London (D) light salmon, fine to cut..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Jacoba Von Biejeran (H) rosy violet purple, fine..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Jane Addams (Dec) lavender, white throat..... | 6.00 | 4.00 | 3.20 | 2.50 | 1.40 | 1.00 |
| Joe Coleman (K) ruffled rich red..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| J. Ogden Armour (K) very ruffled coral red..... | 6.00 | 4.00 | 3.20 | 2.50 | 1.40 | 1.00 |
| John T. Pirie (K) a rich mahogany brown..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Jubilee (Kemp) extra large lavender..... | 20.00 | 15.00 | 10.00 | 8.00 | 6.00 | 4.00 |
| K's Yellow Wonder (K) vigorous yellow..... | 3.60 | 2.50 | 2.20 | 1.40 | .80 | .60 |
| Lavender Bride (G) beautiful smoky lavender..... | 6.00 | 5.00 | 4.00 | 3.20 | 2.20 | 1.20 |
| London Smoke (D) oriental red, smoky..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Longfellow (Dec) fine pink, many open..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Louise (A) excellent lavender, large..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Loyalty (A) fine golden yellow..... | 8.00 | 6.00 | 4.00 | ----- | ----- | ----- |
| Marie Kunderd (K) one of Kunderd's best whites..... | 3.60 | 2.50 | 2.20 | 1.80 | .80 | .60 |
| Marmora (Aust) fine tall smoky..... | 6.00 | 5.00 | 4.00 | 3.00 | 2.00 | 1.00 |
| Marnia (Kemp) excellent grenadine orange..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Marocco (Pf) very deep dark red..... | 9.00 | 7.00 | 4.40 | 3.00 | 2.00 | 1.00 |
| Mary Frey (GB) lavender with ruby blotch..... | 10.00 | 8.00 | 6.00 | 4.00 | 3.00 | 1.50 |
| Mary Jane (K) lavender pink, very fine..... | 6.00 | 5.00 | 4.00 | 3.00 | 2.00 | 1.00 |
| Masterpiece (K) ruffled rose..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Minuet (C) large lilac lavender, one of best..... | 4.40 | 3.60 | 2.40 | 1.60 | 1.00 | .80 |
| Mother Machree (St) soft smoky lavender, large..... | 15.00 | 12.00 | 8.00 | 6.00 | 4.40 | 3.20 |
| Mrs. Calvin Coolidge (K) light rose pink..... | 5.00 | 4.00 | 3.20 | 2.20 | 1.60 | 1.00 |
| Mrs. F. C. Peters (F) fine lavender, deep blotch..... | 3.20 | 2.40 | 1.80 | 1.40 | .80 | .60 |
| Mrs. F. C. Hornberger (H) one of best whites..... | 4.00 | 3.00 | 2.40 | 1.60 | 1.20 | .80 |
| Mrs. G. W. Moulton (K) giant violet red and cerise..... | 4.00 | 3.00 | 2.40 | 1.60 | 1.20 | .80 |
| Mrs. H. E. Bothin (D) ruffled geranium pink..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Mrs. Leon Douglas (D) begonia rose, giant flower and plant..... | 3.00 | 2.40 | 1.80 | 1.20 | .80 | .60 |
| Mrs. M. S. Burk (D) apricot and yellow, many open..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Mrs. P. W. Sisson (C) cameo pink, beautiful..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Mrs. Von Konynenberg (Pf) tall lavender blue..... | 4.40 | 3.20 | 2.40 | 1.60 | 1.00 | .80 |
| Mr. W. H. Phipps (D) LaFrance pink, many open, grand Glad..... | 4.00 | 3.00 | 2.00 | 1.20 | .80 | .60 |
| Natalie (K) ruffled salmon..... | 4.00 | 3.00 | 2.40 | 1.60 | 1.20 | .80 |
| Nancy Hanks (Sal) peach red, unusual shade..... | 3.60 | 2.60 | 2.40 | 1.40 | .80 | .60 |

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| | Priced Per 100; 25 at 100 Rate; 10 at 1-9 100 Rate | | | | | |
|--|--|----------------------|------------------|----------------|------------------|------------------|
| | No. 1 1 1/2 up | No. 2 1 1/4-1 1/2 | No. 3 1-1 1/4 | No. 4 3/4-1 | No. 5 1/2-3/4 | No. 6 1/4-1/2 |
| Nimrod (Aus) tall dark red..... | 4.00 | 3.00 | 2.40 | 1.80 | 1.20 | .80 |
| Nixie (D) wonderful pink, this is a fine one..... | 4.00 | 3.00 | 2.40 | 1.80 | 1.20 | .80 |
| Nymph (K) ruffled lavender, fine..... | 4.00 | 3.00 | 2.40 | 1.80 | 1.20 | .80 |
| Opalescent (B) tall large rosy lavender..... | 3.60 | 2.60 | 2.00 | 1.40 | .80 | .60 |
| Olive Goodrich (G) large white, pink edgings..... | 4.00 | 3.00 | 2.20 | 1.40 | 1.00 | .80 |
| Orange Flame (K) ruffled orange scarlet..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Orange Glory (K) ruffled orange..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Orange Wonder (Kemp) very large orange..... | 8.00 | 6.00 | 4.00 | 3.00 | 2.00 | 1.00 |
| Orchid (Sp) lacinated lavender pink, ruffled..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Osalin (Sal) coral pink, soft markings..... | | | | 2.20 | 1.40 | 1.00 |
| Our Selection (Aus) giant red, flaked deeper..... | 15.00 | 12.00 | 8.00 | 5.00 | 3.00 | 2.00 |
| Pasadena (D) Turkish red, white throat..... | 4.00 | 3.00 | 2.20 | 1.40 | .80 | .60 |
| Patricia Carter (K) light shrimp pink..... | 8.00 | 6.00 | 4.00 | 3.00 | 2.00 | 1.00 |
| Pearl of California (Kin) LaFrance pink, many open..... | 5.00 | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 |
| Pfizer's Triumph (Pf) huge salmon-orange..... | 4.00 | 3.00 | 2.00 | 1.20 | 1.00 | .80 |
| Phaenomen (Eur) pink, yellow throat..... | 4.00 | 3.00 | 2.00 | 1.20 | 1.00 | .80 |
| Pola Negri (D) yellow and apricot..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Prof. Keesom (PF) salmon, flame markings..... | 10.00 | 8.00 | 6.00 | 4.00 | 3.00 | |
| Purple Glory (K) ruffled deep maroon, giant Glad (not purple)..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Purple Queen (K) a fine radiant purple..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Pythia (K) fine big red..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Red Fire (K) fiery red..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Red Glory (Ellis) ruffled red spot of Purple Glory..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .40 |
| Rev. Ewbank (Hol) good porcelain blue..... | | 3.00 | 2.40 | 1.80 | 1.20 | .80 |
| Richard Diener (D) fine pink, many open..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Robert J. Kunderd (K) a very fine red..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Romance (K) fine smoky orange and salmon..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Rose Ash (D) ashes of roses..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Rose Mulberry (A) coral pink and light violet..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Royal Lavender (Sch) deep lavender..... | 8.00 | 6.00 | 4.40 | 3.00 | 2.00 | 1.00 |
| Ruffled Gold (G) deep yellow ruffled..... | 8.00 | 6.00 | 4.00 | 2.80 | 1.80 | 1.00 |
| Salbach's Pink (Sal) large geranium pink..... | 16.00 | 12.00 | 10.00 | 7.00 | 5.00 | 3.00 |
| Sanspareil (Vil) fine apricot pink, wonderful color..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Saraband (Sal) Bordeaux, rich and velvety..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Scarlano (K) early ruffled orange scarlet..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Scarlet Princeps (K) cherry red, same as "Virginia"..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Sovereign (Vaughan) blue, improved Baron Hulot..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Spirit of St. Louis (D) carnelian red, fine color..... | 6.00 | 4.80 | 3.60 | 2.40 | 1.60 | 1.00 |
| Star of the Sea (Ellis) peach red, brownish throat..... | 8.00 | 6.00 | 5.00 | 4.00 | 3.00 | 2.00 |
| Sunshine Girl (St) clear pink, yellow throat..... | 40.00 | 32.00 | 24.00 | 20.00 | 16.00 | 10.00 |
| Taro (K) fine rose color..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Thistle (K) ruffled rose red, very good..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Thos. A. Edison (D) begonia rose, deep blotch..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Titanic (Dec) very large magenta crimson..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Tycko Zang (Au) salmon pink..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Veilchenblau (Pf) violet blue, a winner..... | 5.00 | 4.00 | 3.00 | 2.00 | 1.20 | .80 |
| Veiled Brilliance (Au) pink, blue tints..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Violet Glory (K) ruffled deep violet..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| War, blood red, late..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Watermelon (K) fine watermelon pink shade..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| White Giant (Hol) fine lacy white..... | 4.00 | 3.20 | 2.40 | 1.80 | 1.20 | .80 |
| Willis E. Fryer (K) massive violet, tall..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| William G. Badger (M) fine early pink..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |
| Youell's Favorite (K) late ruffled lavender..... | 3.60 | 2.60 | 2.20 | 1.40 | .80 | .60 |

SPECIAL PREPAID OFFERS IN SMALL LOTS

50% Off if You Pay Transportation Charges

Below we offer varieties which we have only in small quantities or to give customers a chance to purchase wanted varieties in smaller lots than listed in the general list.

| | Large 1 1/4 up | Medium 3/4-1 1/4 | Small 1/2-3/4 |
|--|-------------------|---------------------|------------------|
| A. E. Kunderd (K) salmon rose..... | 4 for \$.25 | 8 for \$.25 | 16 for \$.25 |
| Aflame (H) big begonia rose..... | 4 for .25 | 8 for .25 | 16 for .25 |
| Aida (Pf) early violet blue..... | 3 for .25 | 6 for .25 | 10 for .25 |
| Andres S. Hoefer (Pf) large flowered orange-salmon, many open, new | 1 for 6.00 | 1 for 4.00 | 1 for 3.00 |
| Angel's Dream (Ellis) fine pink..... | 2 for .25 | 4 for .25 | |
| Ave Maria (Pf) large early near blue..... | 2 for .25 | 4 for .25 | 8 for .25 |
| Belinde (Pf) early sulphur yellow, extra fine..... | 4 for .25 | 8 for .25 | 16 for .25 |
| Bengal Beauty (Ellis) large, tall red, flaked black..... | 1 for .25 | 2 for .25 | 4 for .25 |
| Berty Snow (Mair) splendid large lavender..... | 3 for .20 | 6 for .20 | 12 for .20 |
| Betty Nuthall (Sal) light coral..... | 3 for .25 | 6 for .25 | 12 for .25 |
| Bill Sowden (Aus) deep red, large..... | 1 for .75 | 1 for .40 | 1 for .20 |
| Blue Danube (Pf) amethyst blue, darker throat, very fine..... | 1 for 1.00 | 1 for .50 | 1 for .25 |
| Blue Triumphator (Pf) a light colored near blue, largest of them by far..... | 1 for 1.50 | 1 for .80 | 1 for .50 |
| Chicago (K) ruffled geranium red..... | 1 for 4.00 | 1 for 2.00 | 1 for 1.00 |

FIFTY PER CENT OFF IF YOU PAY TRANSPORTATION CHARGES

| | Large 1 1/4 up | Medium 3/4 - 1 1/4 | Small 1/2 - 3/4 |
|--|-------------------|-----------------------|--------------------|
| Commander Koehl (Pf) immense dark scarlet..... | 1 for .25 | 2 for .25 | 4 for .25 |
| Coronado (Br) large white, purple throat..... | 2 for .25 | 4 for .25 | 8 for .25 |
| Coryphee (Pf) soft rose pink..... | 2 for .25 | 4 for .25 | 8 for .25 |
| Del Rosa (Bur) red with light throat..... | 4 for .25 | 8 for .25 | 16 for .25 |
| Dr. Durr (Pf) very early, creamy yellow, one of earliest, new..... | 1 for 6.00 | 1 for 4.00 | 1 for 3.00 |
| Dr. F. C. Christ (D) tall pink and yellow..... | 1 for .25 | 2 for .25 | 4 for .25 |
| Dr. Moody (Kin) string frowning lavender..... | 3 for .20 | 6 for .20 | 10 for .20 |
| Early Phipps (Ellis) early pink similar to Phipps..... | 2 for .25 | 4 for .25 | |
| Early Sunrise (Eur) large early rose, fine..... | 4 for .20 | 8 for .20 | 16 for .20 |
| Emile Aubrun (L) coppery red..... | 3 for .20 | 6 for .20 | 12 for .20 |
| Erica Morini (Pf) new large red..... | 1 for 3.50 | 1 for 2.50 | 1 for 1.50 |
| Estella (K) one of largest of rose shades..... | 3 for .20 | 6 for .20 | 12 for .20 |
| Frank J. McCoy (Br) tall large pink..... | 2 for .25 | 4 for .25 | 8 for .25 |
| Gay Hussar (Sal) peach red with markings..... | 4 for .25 | 8 for .25 | 14 for .25 |
| Gladdie Boy (Bill) rose pink..... | 4 for .25 | 8 for .25 | 16 for .25 |
| Golden Chimes (Ellis) ruffled wide open large yellow..... | 1 for 3.00 | 1 for 1.50 | 1 for .75 |
| Golden Salmon (K)..... | 4 for .20 | 8 for .20 | 16 for .20 |
| Golden Snapdragon (K) snapdragon type of flower..... | 3 for .25 | 6 for .25 | 12 for .25 |
| Graf Zeppelin (Eur) bright orange scarlet..... | 1 for .80 | 1 for .40 | 1 for .35 |
| Heavenly Blue (Pf) lavender blue..... | 3 for .25 | 6 for .25 | 10 for .25 |
| Helen Phipps (Pf) salmon pink, many blooms open..... | 2 for .25 | 4 for .25 | 8 for .25 |
| Hope Hampton (D) large salmon pink..... | 3 for .25 | 6 for .25 | 10 for .25 |
| Jubilee (Kemp) extra large lavender..... | 1 for .25 | 2 for .25 | 4 for .25 |
| Krimhilde (P) light lilacpink, fine..... | 2 for .35 | 2 for .25 | 4 for .25 |
| Loyalty (Au) good new yellow..... | 2 for .20 | 4 for .20 | |
| Ludwig Von Beethoven (Pf) smoky mauve with darker shadings..... | 1 for 1.50 | 1 for 1.00 | 1 for .80 |
| Libelle (Pf) heliotrope blue, or near blue, in our mind one of best yet..... | 1 for 1.50 | 1 for 1.00 | 1 for .80 |
| Maid of Orleans (Pf) milk white, creamy throat..... | 1 for 1.25 | 1 for .80 | 1 for .50 |
| Mammoth White (UBC) extremely large white..... | 1 for .30 | 2 for .30 | 4 for .30 |
| Marmora (Aus) fine tall smoky..... | 3 for .25 | 6 for .25 | 10 for .25 |
| Marocco (Pf) very deep dark red..... | 2 for .25 | 4 for .25 | 8 for .25 |
| Mary Frey (G) deep lavender, ruby blotch..... | 3 for .25 | 6 for .25 | 12 for .25 |
| Mary Jane (K) soft pinkish lavender..... | 3 for .25 | 6 for .25 | 12 for .25 |
| Mibloom (St) large white with scarlet blotch..... | 3 for .25 | 6 for .25 | 10 for .25 |
| Miss Des Moines (Dec) lilac lavender, yellow throat..... | 1 for .20 | 2 for .20 | 4 for .20 |
| Moorish King (Pf) dark velvety mahogany maroon..... | 1 for 1.50 | 1 for 1.00 | 1 for .70 |
| Mother Machree (St) soft smoky lavender..... | 1 for .20 | 2 for .20 | 4 for .20 |
| Mrs. A. B. C. Dohrman (D) pink..... | 2 for .25 | 4 for .25 | 8 for .25 |
| Orange Wonder (Kemp) very large orange..... | 2 for .20 | 4 for .20 | 8 for .20 |
| Patricia Carter (K) clear shell pink prim..... | 2 for .20 | 4 for .20 | 8 for .20 |
| Paul Pfitzer (Pf) velvety purple, fine..... | 3 for .20 | 6 for .20 | 10 for .20 |
| Pearl of California (Kin) pink many open..... | 4 for .25 | 8 for .25 | 14 for .25 |
| Pelegina (Pf) new near blue..... | 1 for 6.00 | 1 for 4.00 | 1 for 3.00 |
| Phini (D) pink marked purple, tall..... | 3 for .25 | 6 for .25 | 10 for .25 |
| Prof. Keesom (Pf) salmon, flame marked..... | 2 for .25 | 4 for .25 | 8 for .25 |
| Queen of Bremen (Zim) lavender pink, flecked..... | 2 for .25 | 4 for .25 | |
| Red Phipps (Br) glowing red spike, many open..... | 1 for .80 | 1 for .50 | |
| Rippling Waters (Ellis) cream tinted pink..... | 2 for .25 | 4 for .25 | |
| Rita Beck (Fish) large popular pink..... | 4 for .25 | 8 for .25 | 14 for .25 |
| Rose Marie Pfitzer (Pf) light pink, creamy hue, new..... | 1 for 6.00 | 1 for 4.00 | 1 for 3.00 |
| Royal Lavender (Sal) deep lavender..... | 2 for .20 | 4 for .20 | 8 for .20 |
| Ruffled Gold (G) fine deep ruffled yellow..... | 2 for .20 | 4 for .20 | 8 for .20 |
| Salbach's Orchid (Sal) pink, similar in form to Minuet..... | 1 for 1.25 | 1 for .60 | 1 for .30 |
| Salbach's Pink (Sal) geranium pink..... | 1 for .20 | 2 for .20 | 4 for .20 |
| Schubert (Pf) fine cream yellow, red blotch..... | 1 for 1.00 | 1 for .50 | 1 for .25 |
| Schwabengirl (Pf) wonderful pink, large, many open, this is extra fine..... | 1 for 1.00 | 1 for .50 | 1 for .25 |
| Serrata (Bill) lacinated lilac pink..... | 3 for .25 | 6 for .25 | 10 for .25 |
| Snow Glory (K) ruffled white, iris blue lines..... | 3 for .25 | 6 for .25 | 10 for .25 |
| Sonneberg (Bill) large creamy pink..... | 2 for .25 | 4 for .25 | |
| Spirit of St. Louis (D) carnelian red..... | 3 for .20 | 6 for .20 | 12 for .20 |
| Star of the Sea (Ellis) peach red..... | 2 for .25 | 4 for .25 | 8 for .25 |
| Sword of Mahomet (Ellis) purplish smoky cast..... | 4 for .25 | 8 for .25 | 14 for .25 |
| Sunshine Girl (St) pink, yellow throat..... | 1 for .50 | 2 for .50 | 4 for .50 |
| Thos. A. Edison (K) very dark and very ruffled red, extra fine..... | 1 for .75 | 2 for .75 | 4 for .75 |
| Tiger (K) large red, flaked darker..... | 4 for .25 | 8 for .25 | 14 for .25 |
| Veilchenblau (Pf) blue-violet, dark and fine..... | 4 for .25 | 8 for .25 | 14 for .25 |
| Victor (Errey) red, with white blotch..... | 3 for .25 | 6 for .25 | 12 for .25 |
| Violet Perfection (Hol) strong growing violet..... | 3 for .25 | 6 for .25 | 12 for .25 |
| Winged Victory (Br) large pink, airplane petals..... | 1 for .25 | 2 for .25 | 4 for .25 |
| Wotan (D) bright pink with blotch..... | 2 for .20 | 4 for .20 | 8 for .20 |
| Wolfgang Von Goethe (Pf) salmon red, strong grower..... | 1 for 1.25 | 1 for .80 | 1 for .40 |
| Wurtembergia (Pf) scarlet with soft cream blotch..... | 1 for 2.00 | 1 for 1.00 | 1 for .50 |
| Yellow Perfection (Pf) large yellow..... | 1 for .50 | 1 for .25 | 2 for .25 |

"To use the vernacular 'you sure are a regular guy' when it comes to extras and gratis. I was quite overwhelmed at your more than generous interpretation of 'Full count,' etc. When it comes to quality you are always A1 I find. Wish I had more money to send you. Thanks overwhelmingly."—J. A. Bolton, Long Island, N. Y.

"Upjohn bulbs for me and thanks again for your kindness and generosity and the way they are packed, etc., etc. They come perfectly. You certainly know how to pack them. If I can help any way to boost your bulbs let me know."—Mrs. G. C. Allen, Gadsden, Alabama.

ANY 12 ITEMS BELOW FOR \$3.50 IF YOU PAY TRANSPORTATION CHARGES — SPRING SHIPMENT

Special Fall 50 Cent Sale---

to January 1st, Only.

Any single item below for 50 cents, prepaid. Any six items, prepaid, for \$2.50. Spring shipment.

Any 12 items for \$3.50 if you pay transportation charges. Otherwise items on this page will be sent at PREPAID PRICES ONLY—unless ordered 12 items at a time or by multiples of twelve. No limit as long as items last. Spring shipment.

Please order by number, designating items ordered as "No. 1—Large," "No. 1—Medium," or "No. 1—Small," as the case may be.

| No. | No. Large Bulbs for 50c Sizes 1 and 2 | No. Medium Bulbs for 50c Sizes 3 and 4 | No. Small Bulbs for 50c Sizes 5 and 6 |
|--|---|--|---|
| 1—A. E. Kunderd (K) salmon rose..... | 10 | 8 | ---- |
| 2—Aflame (H) begonia rose..... | 10 | 16 | 32 |
| 3—Adia (Pf) early blue..... | 6 | 12 | 32 |
| 4—Apricot Glow (Can) apricot..... | 13 | 25 | 60 |
| 5—A. V. Bunce (V) orange..... | 14 | 25 | 60 |
| 6—Belinde (Pf) early cream..... | 13 | 25 | 60 |
| 7—Bengal Tiger (Pr) red..... | 14 | 25 | 60 |
| 8—Betty Nuthall (Sal) large coral..... | 6 | 12 | 25 |
| 9—Bobby (K) rose..... | 14 | 25 | 60 |
| 10—Cardinal Prince (K) red..... | 14 | 25 | 60 |
| 11—Chas. Dickens (Pf) purple..... | 12 | 25 | 60 |
| 12—Crinkles (K) ruffled rose..... | 14 | 25 | 60 |
| 13—Damask (Aus) rose pink..... | 14 | 25 | 60 |
| 14—Dr. F. E. Bennett (D) scarlet..... | 14 | 25 | 60 |
| 15—Dr. Nelson Shook (K) tyrian rose..... | 12 | 25 | 60 |
| 16—Geraldine Farrar (D) violet..... | 10 | 20 | 40 |
| 17—Giant Nymph (C) large pink..... | 14 | 25 | 60 |
| 18—Gloriana (C) salmon orange..... | 14 | 25 | 60 |
| 19—Golden Dream (Gr) deep yellow..... | 14 | 25 | 60 |
| 20—Golden Measure (Kel) deep yellow..... | 14 | 25 | 60 |
| 21—Henry Ford (D) purple..... | 14 | 25 | 60 |
| 22—Imp, Queen of Night (D) very dark..... | 12 | 20 | 50 |
| 23—Iwa (B) fine salmon..... | 14 | 25 | 60 |
| 24—John T. Pirie (K) brown..... | 14 | 25 | 60 |
| 25—K's Yellow Wonder..... | 14 | 25 | 60 |
| 26—Marie Kunderd (K) white..... | 12 | 20 | 50 |
| 27—Morocco (Pf) very dark..... | 5 | 10 | 50 |
| 28—Mary Frey (GB) lavender..... | 6 | 12 | 60 |
| 29—Mrs. Hornberger (H) white..... | 12 | 20 | 50 |
| 30—Mrs. F. C. Peters (F) lavender..... | 14 | 25 | 60 |
| 31—Mrs. Leon Douglas (D) rose..... | 14 | 25 | 60 |
| 32—Mrs. P. W. Sisson (C) pink..... | 14 | 25 | 60 |
| 33—Mr. W. H. Phipps (D) pink..... | 14 | 25 | 60 |
| 34—Nancy Hanks (Sal) peach red..... | 14 | 25 | 60 |
| 35—Nixie (D) fine pink..... | 10 | 16 | 32 |
| 36—Nymph (K) lavender..... | 10 | 16 | 32 |
| 37—Orange Flame (K) scarlet..... | 14 | 25 | 60 |
| 38—Orchid (Sp) lavender..... | 10 | 16 | 32 |
| 39—Pfitzer's Triumph (Pf) salmon orange..... | 10 | 20 | 50 |
| 40—Purple Glory (K) maroon..... | 10 | 16 | 32 |
| 41—R. J. Kunderd (K) red..... | 12 | 20 | 50 |
| 42—Romance (K) smoky orange..... | 14 | 25 | 60 |
| 43—Ruffled Gold (G) deep yellow..... | 6 | 14 | 30 |
| 44—Spirit of St. Louis (D) carnelian..... | 7 | 14 | 30 |
| 45—Titanic (D) magenta..... | 14 | 25 | 60 |
| 46—Veilchenblau (Pf) blue..... | 8 | 16 | 32 |
| 47—Veiled Brilliance (A) pink..... | 10 | 16 | 32 |
| 48—White Giant (Hol) waxy..... | 12 | 20 | ---- |
| 49—Willis E. Fryer (K) big violet..... | 14 | 25 | 60 |
| 50—Wm. G. Badger (M) pink..... | 14 | 25 | 60 |

**D. H. UPJOHN, 964 South Liberty St.
Salem, Oregon**

ANY SIX ITEMS ABOVE FOR \$2.50, PREPAID — SPRING SHIPMENT

Gladiolus Order Blank, D. H. UPJOHN, 964 South Liberty St.
Salem, Oregon

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Salem, Oregon

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Date _____ State _____

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IF DIFFERENT FROM POSTOFFICE

Send ☐ Prepaid ☐ F. O. B. Salem

☐ Check

\$

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Rec'd _____

Sent prepaid -----

F.O.B. Salem-----

C. O. D. -----

Date Shipped_____

Via _____

[illegible]

25% Deposit Holds Order Till March 1.

TOTAL.....

Check Collections Ordered on Other Side

Oregon Nursery License No. 251

PASTE SHEET FOR ADDITIONAL ITEMS HERE

FIFTY PER CENT OFF IF YOU PAY TRANSPORTATION CHARGES

GRAND COLOR COLLECTION — Five large bulbs each, 1¼ inches up, of Aflame, Apricot Glow, Belinde, Betty Nuthall, Charles Dickens, Damask, Geraldine Farrar, Golden Dream, Lavender Bride, Marocco, Mary Frey, Mrs. F. C. Hornberger, Mrs. Van Konynenberg, Nixie, Pfitzer's Triumph, Purple Glory, Ruffled Gold, Spirit of St. Louis, Veiled Brilliance, Watermelon — 20 varieties or 100 bulbs for \$5.00, prepaid. This is a wide range color collection of high class varieties.

- ☐ COLLECTION "A" — 200 medium sized bulbs, $\frac{3}{4}$ to $1\frac{1}{4}$ inches of varieties in the Grand Color Collection, or 10 each of the 20 varieties for \$5.00, prepaid.
- ☐ COLLECTION "B" — 25 large bulbs each, $1\frac{1}{4}$ inches up, of Belinde, Charles Dickens, Dr. F. E. Bennett, Mrs. Leon Douglas and Mr. W. H. Phipps, 125 bulbs in five varieties for \$3.00, prepaid.
- ☐ COLLECTION "C" — 50 medium sized bulbs each, $\frac{3}{4}$ to $1\frac{1}{4}$ inches, of five varieties in Collection "B," or 250 bulbs in the medium size, for \$3.00, prepaid.
- ☐ COLLECTION "D" — 25 large bulbs each, $1\frac{1}{4}$ inches up of Pfitzer's Triumph, Mr. W. H. Phipps, Mrs. Leon Douglas, Golden Dream and Dr. F. E. Bennett, 125 bulbs in all, \$3.50, prepaid.
- ☐ COLLECTION "E" — 50 medium sized bulbs, $\frac{3}{4}$ to $1\frac{1}{4}$ inches, same varieties as in Collection "D," or 250 bulbs for \$3.50, prepaid.
- ☐ COLLECTION "F" — Red Collection, 10 large each $1\frac{1}{4}$ up, A. W. Hunt, Bengal Tiger, Cardinal Prince, Challenger, C's Scarlet Wonder, Crimson Glow, Dr. F. E. Bennett, Illuminator, Robert J. Kunderd, Scarlano, 100 large bulbs for \$3.00, prepaid. Or 20 medium sized each same varieties for \$3.00, prepaid.
- ☐ COLLECTION "G" — Wide range red collection, medium sized bulbs, $\frac{3}{4}$ to $1\frac{1}{4}$, 25 each of A. W. Hunt, Bengal Tiger, Black Pansy, Cardinal Prince, Challenger, Cowee's Scarlet Wonder, Crimson Glow, Dr. F. E. Bennett, Frank J. Symmes, Illuminator, Improved Queen of the Night, Joe Coleman, Neoga, Robert J. Kunderd, Scarlano, Scarlet Princes, War, 17 varieties or 425 bulbs for \$7.50, prepaid.
- ☐ COLLECTION "H" — Lavender collection, medium sized bulbs, $\frac{3}{4}$ to $1\frac{1}{4}$, 25 each of B. L. Smith, Capt. Boynton, Mrs. F. C. Peters, Opalescent, Youell's Favorite, Minuet and Nymph and 5 large bulbs of Lavender Bride for \$3.00, prepaid.
- ☐ COLLECTION "I" — Blue, purple and violet, selected shades, 10 large bulbs each of Battle Creek, Charles Dickens, Elkhart, Geraldine Farrar, Gladis Plath, Henry Ford, Jacoba Von Beijeren, Sovereign, Violet Glory, Willis E. Fryer, 100 large bulbs for \$2.50, prepaid. Same varieties in 20 medium bulbs each for \$2.50, prepaid.
- ☐ COLLECTION "JJ" — Grand cut flower collection 25 medium bulbs each, $\frac{3}{4}$ to $1\frac{1}{4}$, of Apricot Glow, A. W. Hunt, B. L. Smith, Cardinal Prince, Challenger, Crimson Glow, Crinkles, Dr. F. E. Bennett, E. J. Shaylor, Giant Nymph, Gloriana, Golden Measure, Iwa, John T. Pirie, Mrs. F. C. Peters, Mrs. Leon Douglas, Mr. W. H. Phipps, Nancy Hanks, Scarlano, and Tycko Zang, a total of 20 varieties or 500 bulbs for \$8.00, prepaid.
- ☐ COLLECTION "K" — Grand cut flower collection — for those wishing to offer cut flowers for sale for profit and require more bulbs we will make up collection of same sizes and varieties as in Collection "J" only 100 bulbs of each or 2000 bulbs in all prepaid for \$25.00.
- ☐ COLLECTION "L" — Special mixed collection — some people are not particular about labels. All other collections will be sent labeled but we will offer a special collection of 200 medium sized bulbs, $\frac{3}{4}$ to $1\frac{1}{4}$ each, in 20 varieties of 10 each, our selection, unlabeled and mixed together in one container for \$3.00, prepaid. These are all selected from fine named varieties.

WE RESERVE THE RIGHT TO SUBSTITUTE IN ALL COLLECTIONS, ALTHOUGH THE COLLECTIONS WILL BE SENT AS LISTED AS LONG AS THE VARIETIES LAST.

ABOUT NO. 3 SIZED BULBS

"Last year I was very skeptical of the kind of blooms to be had from your No. 3 bulbs. I am entirely cured as you will notice by the enclosed order for more No. 3's. I had one of the most beautiful gardens of "Glads" last year I have ever had and a good share of the credit belongs to you." (Signed) R. L. WALKER, Mansfield, Ohio

"The first prize in our garden contest is \$100. Last year with just an ordinary collection from your gardens I captured second prize out of 30 entries. Most of the gardens were badly visited by thrip but I escaped and my flowers were wonderful."—Dr. W. E. Pike, Westfield, Mass.

We shall esteem it a great favor if you will give us in the space below the NAMES AND ADDRESSES of any people whom you know to be interested in Glads. We wish to send them our catalog.

[illegible]

50% Off

If You Pay Transportation

Prices as shown in this list are prepaid to you. But if you wish to pay the transportation charges, make up the total amount of your order from the prices in the list, then cut the amount in half.

Important!

Please let us select whether shipment is by parcel post or express and we will ship the cheaper way. Larger shipments should go by express as a general rule. When you order F.O.B., Salem, we will send C.O.D. for transportation charges and any balance due on order.

Shipment After March 1st

If you wish us to pay the transportation charges use the prices shown in the list.

TEN PER CENT EXTRA in bulbs your choice on order of \$5.00 or more until January 1, 1933, only.

When you wish to take the 50 per cent reduction and pay shipping charges yourself, kindly mark on face of your order blank, "F.O.B., Salem."

Orders taken and shipments made subject to prior sale.

We are now in our tenth year of a commercial bulb business selling quality Glad-iolus. We have served thousands of satisfied customers. Let us add you to the list.

D. H. UPJOHN

SALEM, OREGON